RANDOM HOUSE, INC.
201 EAST 50TH STREET, NEW YORK, N.Y. 10022
TELEPHONE 212 751-2600

In Account With: Point Foundation
Sales Period: 1/1/81 - 3/31/81
Title: "THE NEXT WHOLE EARTH CATALOG"

Title Code# 73951-5
Pub. Date 10/80

	PERIOD 1/1/81 - 3/31/81 Copies	Amount
GROSS SALES		
Trade	61,511	$444,902.58
Foreign	1,873	11,472.60
Canada	-	-
Total Gross Sales	63,384	$456,375.18
Returns	(788)	(5,127.56)
Net Sales	62,596	$451,247.62
Reserve for Returns - 10% of Gross Sales		(45,637.52)
RESERVE FOR RETURNS ADJ. PRIOR PERIOD		93,625.[illegible]
ADJUSTED NET SALES		$499,235.63
Deduction Per Contract:		
PPB (Schedule)		244,447.14
Handling Charges - 75¢ @ copy on 33,355		25,016.25
Interest on $106,569.23 @ 20% 48 days		2,802.92
Interest on $137,877.91 @ 19% - 36 days		2,583.79
Freight		-
Distribution Fee 22½% G.S.		102,684.42
Total Expenses		$377,534.52
Profit (Loss) From Operations		$ 121,701.11
Rights Revenue		1,723.00
Amount Due Point Foundation		$123,424.11

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"The Next Whole Earth Catalog"
Sales Discount Schedule
Period Ending - 3/31/81

			Retail Price	Discount	Not Selling Price	Total Sales
Gross Sales						
Trade:	41,888	Copies	$ 12.50	$ 6.08	$ 6.42	$269,070.28
	19,623	Copies	14.00	5.04	8.96	175,832.30
Foreign	834	Copies	12.50	5.88	6.62	5,524.39
	1,039	Copies	14.00	8.28	5.72	5,948.21
TOTAL	63,384					$456,375.18

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THE POINT FOUNDATION
TITLE # 73951-5: P.P.B. AND OTHER COSTS

J/E or JR. #	COST DESCRIPTION/ VENDOR	PRINTING # 1 $	PRINTING # 2 $	PRINTING # 3 $	TOTAL COSTS $
		140,000	50,000	60,000	
0-10 8501	Paper usage/Rand McNally	$229,193.11			$ 229,193.11
0-12 8496	Paper usage/Rand McNally	-	92,300.27	109,319.64	201,619.91
0-11 50500	Manufacturing Costs/ Todd Photoprint	340.88			340.88
51075	Alithochrome Corp.	29,887.80			29,887.80
0-12 2450	McMillian Purchase of covers	(180.45)			(180.45)
52665	Carel Almo Service	1,014.00			1,014.00
52705	Coevolution Quarterly	60.22			60.22
52910	Public Relations Aid	156.36			156.36
52956	Jellybean	452.52			452.52
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53019	Rand McNally & Co.	136.14			136.14
53238	Rand McNally & Co.	41.27			41.27
53255	Alithochrome	12,480.00			12,480.00
53376	Rand McNally & Co.	119,170.96 — 1st Print Press			119,170.96
54217	Alithchrome	1,335.08			1,335.08
54570	Premier Stat. Company	107.57			107.57
54588	Rand McNally & Co.	41,969.00 — 2nd Print Press			41,969.00
					638,236.89
	Estimate - 12/31/80				(500,358.98)
					137,877.91
	Estimate - $3.195 on 33355 copies to Point Foundation				106,569.23
	To Be Charged to 3/31/81 Accounting				$ 244,447.14

why is this an estimate?

no charge for 3rd printing presswork
4th " " or paper.

CQ total → 38525

216643

211475

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POINT FOUNDATION
RIGHTS INCOME SCHEDULE
"THE NEXT WHOLE EARTH CATALOG"

	TOTAL	RANDOM HOUSE	POINT FOUNDATION
BOMC	$2,500.00	$1,250.00	$ 1,250.00
BOMC	430.50	215.25	215.25
BOMC	515.50	257.75	257.75
	$3,446.00	$1,723.00	$ 1,723.00